

Kaspersky Lab set to Grow Further with Appointment of Additional Distributor - VSTECS (Singapore) Pte Ltd

13 September 2018

Kaspersky Lab is taking its growth ambitions one step further after it announced a partnership with VSTECS (Singapore) Pte Ltd in Singapore. In-line with Kaspersky Lab's direction to aggressively grow the business in Singapore especially in the Digital, SMB and enterprise solutions, the appointment of VSTECS (Singapore) Pte Ltd as distributor will see the company reach an even wider base of resellers and system integrators.

Singapore is one the key markets for Kaspersky Lab due to its rapidly growing digital economy success, which can be attributed to the government's policy making and ensuring that cybersecurity is essentially part of its DNA. This can be seen evident as according to Kaspersky Lab, at the end of the second quarter of 2018, Singapore ranks 129th worldwide in term of being attacked by web threats. Despite the good ranking, Singapore has recently seen cyberattacks happening in the country, with the latest being the SingHealth breach.

"Consumers and businesses, big or small, need to realise that protection is not just about basic security anymore. It is about building cyber-resilience into the very heart of the people and organisations. With the rapid growth of the digital economy, Singapore is a key market for Kaspersky Lab in Southeast Asia. We foresee that this strategic partnership with VSTECS Singapore will enable Kaspersky Lab to expand our presence in the country. Their role will add to our distribution routes to markets in Singapore reaching further into the mass reseller and system integrators community, a move which is invaluable for resellers and customers alike," said Yeo Siang Tiong, General Manager - Southeast Asia, Kaspersky Lab.

Speaking on this partnership, Sebastian Chong, President, VSTECS Singapore, said "I look forward to being part of a strong, robust partnership with Kaspersky Lab to gain incremental business in the security space, while maintaining VSTECS' strong values that provides our channel partners a premium experience in terms of speed, accuracy and execution. I am confident that this partnership will be the gateway to high levels of success for both sides moving forward."

VSTECS Singapore, a leading IT product and solutions provider in Singapore adds immensely to Kaspersky Lab's goal of aggressively expanding its market share. The agreement sees the vendor offer



up access to a suite of B2C & B2B cyber security products and services, including Kaspersky Antivirus, Kaspersky Internet Security, Kaspersky Endpoint Security for Business and more.

With over 270,000 clients and 400 million users worldwide, Kaspersky Lab is one of the largest cybersecurity companies in the world. With the appointment of a new distribution partner, Kaspersky Lab has taken another step in cementing its leading position in Singapore.

About Kaspersky Lab

Kaspersky Lab is a global cybersecurity company that has been operating in the market for over 20 years. Kaspersky Lab's deep threat intelligence and security expertise is constantly transforming into next generation security solutions and services to protect businesses, critical infrastructure, governments and consumers around the globe. The company's comprehensive security portfolio includes leading endpoint protection and a number of specialized security solutions and services to fight sophisticated and evolving digital threats. Over 400 million users are protected by Kaspersky Lab technologies and we help 270,000 corporate clients protect what matters most to them. Learn more at www.kaspersky.com.